

# What is IDARM?

The International Defense Acquisition Resource Management (IDARM) program at the Naval Postgraduate School in Monterey, California, offers a wide range of defense acquisition resource management courses to our worldwide customers under the Expanded-IMET program.

The IDARM program is intended to strengthen democratic relationships and international security cooperation through acquisition education, research and professional service.

IDARM courses cover a wide range of topics in the acquisition and resource management field, including:

- Defense Program Management
- Defense Contracting / Procurement Management
- Defense Logistics Management

IDARM courses are developed and taught by NPS faculty, and supported by subject-matter experts with a broad range of professional expertise.

IDARM courses are delivered via Mobile Education Teams (METs) as well as via resident courses conducted on campus at the Naval Postgraduate School in Monterey. IDARM MET courses are specifically tailored to the specific government organizational structures, national acquisition statutes and regulations, and defense acquisition processes in place in each country we visit.

All courses combine both classroom lectures and group exercises supplemented by case studies designed to highlight specific learning objectives.

**Resident courses and mobile courses are both E-IMET certified.**

## HOW TO REACH IDARM:

### IDARM Program

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## SCHEDULING INFORMATION:

### Principles of Defense Acquisition Management

Two weeks: 5 - 16 March 2007  
22 October - 2 November 2007  
3 - 14 March 2008  
20 - 31 October 2008

Cost: \$3700

MASL # P159200

### Principles of Defense Procurement and Contracting

Two weeks: 19 - 30 March 2007  
5 - 16 November 2007  
17 - 28 March 2008  
3 - 14 November 2008

Cost: \$2700

MASL # P159202

### International Negotiations

One week: 19 - 30 November 2007  
17 - 28 November 2008

Cost: \$2,500

MASL # P279300

*Note: Course costs are estimates and are subject to change.*

Both Resident and Mobile courses are E-IMET certified.



# IDARM

## International Defense Acquisition Resource Management Program



## IDARM RESIDENT COURSE OFFERINGS

- Defense Acquisition Management
- Tendering & Procurement
- International Negotiations

[www.nps.navy.mil/idarm](http://www.nps.navy.mil/idarm)

School of International  
Graduate Studies  
Naval Postgraduate School  
Monterey, California

# International Defense Acquisition Resource Management Program

## Principles of Defense Acquisition Management

**MASL # P159200**

This course provides the student with an understanding of the underlying concepts, fundamentals and philosophies of the defense acquisition management process and the practical application of program management methods within this process to achieve international security goals. The course addresses management characteristics and competencies, control policies and techniques, systems analysis methods, risk management, and functional area concerns.

Course topics include:

- Evolution and current state of defense acquisition policies and management practices in a defense environment characterized by civilian control of the military
- The systems acquisition life cycle
- Strategic planning and implementation
- Business and financial management
- User-producer acquisition management disciplines and activities
- Systems engineering
- Requirements evaluation and definition
- Offsets, logistics planning and support during the system life cycle
- Software acquisition
- Test and evaluation
- Program planning, organizing, staffing, directing and controlling
- Supply chain management

Case studies are used throughout the course to analyze various acquisition issues and craft management solutions to a wide variety of defense policy and program execution issues.

## International Defense Acquisition-Negotiations

**MASL # P279300**

The course focuses on planning and preparing for negotiations with a special emphasis on negotiation of complex issues in a multi-cultural environment. Extensive in-class negotiations are conducted. Course participants learn their negotiating style preference and how and when to adapt their negotiation styles given the behavior and goals of the parties. Key objectives of the course include developing an understanding of cross cultural negotiations, familiarizing course participants with a structured approach to planning and preparing for negotiations, and learning and applying various negotiation strategies and tactics and understanding their situational use.

Course topics include:

- Fact finding techniques
- Selection of negotiators
- Use of teams in negotiations
- Strategies and tactics for effective negotiations
- Ethics
- Analytical methodologies
- Relationship building in negotiations
- Developing negotiation positions, arguments and counterarguments
- Timing and pace
- Cultural considerations
- Communication and language barriers
- Completing the negotiation
- Drafting, signing and enforcing negotiation agreements

A capstone multi-cultural negotiation exercise focuses on the analysis of information, preparation of a formal negotiation plan, planning for negotiations, actual negotiations and completion of a negotiation agreement.

## Principles of Defense Procurement and Contracting

**MASL # P159202**

The course provides an in-depth examination of policy, procedures and best practices applicable to all phases of the procurement and contracting process. During the course, international practices which include the US, EU and NATO models for procurement and contracting are examined. The goal is to enable course participants to understand and implement, to the extent possible, the principles of efficient and effective procurement and contracting systems.

Course topics include:

- Transparency
- Procurement planning; market research
- Writing and reviewing work specifications
- Competition policies
- Developing requests for tenders
- Tendering methods
- Evaluation techniques
- Analysis of technical and price proposals
- Contract administration/management
- Contract closeout.

Additionally, the course includes in-depth discussions of development and use of reporting systems and creation and sustainment of a professional procurement workforce. A study of concepts and practices related to online auctioning and electronic procurement is also included.



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